AIR CARGO YIELD MANAGEMENT SYSTEM AND METHOD UTILIZING BOOKING PROFILES AND UNCONSTRAINED DEMAND

ABSTRACT OF THE DISCLOSURE

A yield management method and system for maximising revenue obtained from a given capacity that is offered by a cargo flight. The capacity is defined by the weight and the volume of the freights that may be transported by the cargo flight. A set of historical profiles of the capacity reserved by each category is stored for different previous instances of the cargo flight. Corresponding potential profiles are estimated independently for the weight and the volume. The estimation is carried out taking into consideration the corresponding capacity currently reserved by the category for a future instance of the cargo flight. A series of historical scenarios of the demand at the departure of each previous instance of the cargo flight are obtained from the potential profiles. A stochastic model is applied to the historical scenarios according to the corresponding probabilities for calculating the optimised weight and volume authorisations for each category.